



### Market Analyst – Pricing & Proposals

#### **About the company:**

Mueller Water Products is a leading North American manufacturer and marketer of infrastructure and flow control products for use in water distribution networks and treatment facilities. Its broad product portfolio includes engineered valves, hydrants, pipe fittings and ductile iron pipe, which are used by municipalities, as well as the commercial and residential construction, oil and gas, HVAC and fire protection industries. [www.muellerwaterproducts.com](http://www.muellerwaterproducts.com)



Hersey Meters Company was re-organized in August of 1999 as a subsidiary of Mueller. Mueller, originally organized in 1857, was founded out of a need for better ways to control the flow of water in distribution systems. In May of 2006, Mueller Water Products, Inc. became a publicly traded company. Hersey Meters is a division of Mueller Water Products and a leading manufacturer of water meters. [www.herseymeters.com](http://www.herseymeters.com)

#### **Job Description:**

Duties include, but not limited to, the following:

- Produce pricing and technical proposals for customers and distributors from sales teams.
- Assist product management with written technical responses from RFP. Manage requests for assembling responses on time with high quality.
- Analyzing market factors such as pricing, bonding, installation, distribution, and product performance. Read and analyze RFP/RFB to determine valid opportunities.
- Maintain CRM data with contracts, quotations, product pricing and customer product specification.
- Distribute business opportunity updates with open RFB, RFP and quotations due dates and maintain an electronic library of competitor bids by product specification.
- Maintain an opportunity tracking effort, communicate the release of RFP's RFB's and provide pricing for opportunities to sales team.
- Using computer-modeling techniques to provide statistical pricing of products and profitability. Provide reports to management.
- Conducting market research using a variety of techniques such as bid tab analysis, survey and comparison to competitors' products.
- Perform other job related duties as assigned.

#### **Required Qualifications:**

- 1 – 2 years experience.
- Bachelor's degree in Business, Marketing, Computer Sciences or related experience with industry contacts and pricing.
- Computer skills with a focus on Excel and CRM programs.
- Good math skills for margin calculations.
- Ability to understand and identify contract documents with legal and special MBE/WBE requirements.

#### **Desired Qualifications:**

Previous work/sales experience in the water meter industry or related field (construction, piping, etc.).

#### **Education:**

Bachelor's degree in Business, Marketing, Computer Sciences or related experience with industry contacts and pricing.

#### **Compensation:**

Competitive wage and generous benefits package (Medical, Dental, Vision, 401K, STD, LTD, Employee Stock Options, supplemental insurances, tuition reimbursement, EAP, and vacation).